



Bid Waiver Request

Request # 05839382

Approved Bid Waiver Summary

Submission Details:

Request # 05839382

Purchase Description: Two Ford Mustangs

Vendor Name: Parks Ford

Vendor Number: 130040

Type: Good

Total Commitment Cost: \$96,500.72

Fund, Org, Object Code: 3103026553-8810-553500

Grant Funded: No

One Time or On-Going Expense: One Time Expense

Exemption Type: 3. Group Purchasing Programs

Exemption Description: North Carolina Sheriffs Association Vehicle Procurement Program. Contract # 25-11-0912. Specification # 132

Upload all quotes, proposals, or supporting documents: 2026 Ford Mustang GT - Orange Fury.pdf, 2026 Ford Mustang GT - Vapor Blue.pdf

Requestor's Full Name: Bailey Ward

Requestor's Guilford County Email Address: bward@guilfordcountync.gov

Requestor's Department: Law Enforcement

Signature Date: 09/30/2025

× Bailey Ward

Signed By: Bailey Ward - bward@guilfordcountync.gov

Date Signed: 09/30/2025 10:38:56 AM -07:00 GMT

IP Address: 165.166.201.162

Is this Submission a Contract or Purchase Order?: Purchase Order

Review Details:

Purchasing Approval: Approve

Small Business and Entrepreneurship Approval: Approve

Small Business and Entrepreneurship Reviewer Full Name: Maria Miles

Small Business and Entrepreneurship Reviewer Guilford County Email: mmiles2@guilfordcountync.gov

Small Business and Entrepreneurship Signature Date: 10/01/2025

× Maria Miles

Signed By: Maria Miles - mmiles2@guilfordcountync.gov

Date Signed: 10/01/2025 5:41:47 AM -07:00 GMT

IP Address: 69.132.7.161

Purchasing Approval: Approve

Instructions for Requestor: Board Action Required – Goods (\$90K+) Contact Fran Cameron for BoCC Agenda Item Assignment

Purchasing Signer Full Name: Francesca Cameron

Purchasing Signer Guilford County Email: ncameron@guilfordcountync.gov

Purchasing Signature Date: 10/01/2025



Bid Waiver Request

Request # 05839382

× Francesca Cameron

Signed By: Francesca Cameron - ncameron@guilfordcountync.gov
Date Signed: 10/01/2025 5:58:58 AM -07:00 GMT
IP Address: 97.129.113.249

Prepared for: , Guilford County

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615



Client Proposal

Prepared by:

Jeff Williams

Office: 828-693-4281

Quote ID: 0916202503

Date: 09/16/2025



Parks Ford | 601 DUNCAN HILL RD, HENDERSONVILLE, NC, 28792

Office: 828-693-4281 | Fax: 828-696-8993

Prepared for:

Guilford County

Prepared by: Jeff Williams

09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0916202503

, Guilford County

Re: Quote ID 0916202503 09/16/2025

To Whom It May Concern,

All pricing provided in this quote is based on, and follows the guidelines of, the North Carolina Sheriffs' Association Vehicle Procurement Program. Contract # 25-11-0912. Specification # 132

Sincerely,

Jeff Williams

Prepared for:
Guilford County
Prepared by: Jeff Williams
09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0916202503

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Prepared for:

Guilford County

Prepared by: Jeff Williams

09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0916202503

As Configured Vehicle

Code	Description
Base Vehicle	
P8C	Base Vehicle Price (P8C)
Packages	
300A	Equipment Group 300A Standard Package <i>Includes:</i> - Engine: 5.0L Ti-VCT V8 <i>Includes stop/start system and Port Fueled Direct Injection (PFDI).</i> - Cloth Bucket Seats <i>Includes 6-way manual driver seat and 4-way manual passenger seat.</i> - Radio: AM/FM Stereo <i>Includes 6 speakers and MP3 capability.</i> - SYNC 4 <i>Includes enhanced voice recognition, information on demand panel, 13.2" LCD capacitive touchscreen with swipe capability, SYNC 4 AppLink, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owner's manual, conversational voice recognition and 2 smart charging USB ports.</i>
Powertrain	
99F	Engine: 5.0L Ti-VCT V8 <i>Includes stop/start system and Port Fueled Direct Injection (PFDI).</i>
44U	Transmission: 10-Speed Automatic <i>Includes paddle shifters and remote rev.</i> <i>Includes:</i> - 3.15 Limited-Slip Rear-Axle - Leather-Wrapped Shift Knob - Remote Start System
Wheels & Tires	
NONTR5	Tires: 255/40R19 Fr & 275/40R19 Rr Summer-Only <i>Designed to optimize driving dynamics and provide superior performance on wet and dry roads. High performance summer tires wear faster than non-performance tires. Ford does not recommend using summer tires when temperatures drop to approximately 45 deg F (7 deg C) or below or in snow/ice conditions.</i>
64G	Wheels: 19" x 9" Fr/19" x 9.5" Rr Carbonized <i>Gray-painted aluminum.</i> <i>Includes:</i> - Tires: 255/40R19 Fr & 275/40R19 Rr Summer-Only <i>Designed to optimize driving dynamics and provide superior performance on wet and dry roads. High performance summer tires wear faster than non-performance tires. Ford does not recommend using summer tires when temperatures drop to approximately 45 deg F (7 deg C) or below or in snow/ice conditions.</i>

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for:
Guilford County
Prepared by: Jeff Williams
09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0916202503

As Configured Vehicle (cont'd)

Code	Description
Seats & Seat Trim	
D	Cloth Bucket Seats <i>Includes 6-way manual driver seat and 4-way manual passenger seat.</i>
Other Options	
PAINT	Monotone Paint Application
STDRD	Radio: AM/FM Stereo <i>Includes 6 speakers and MP3 capability.</i> <i>Includes:</i> <i>- SYNC 4</i> <i>Includes enhanced voice recognition, information on demand panel, 13.2" LCD capacitive touchscreen with swipe capability, SYNC 4 AppLink, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owner's manual, conversational voice recognition and 2 smart charging USB ports.</i>
L59	Gas Guzzler Tax
67J	GT Performance Package <i>Includes K-brace.</i> <i>Includes:</i> <i>- Wheels: 19" x 9" Fr/19" x 9.5" Rr Carbonized Gray-painted aluminum.</i> <i>- Tires: 255/40R19 Fr & 275/40R19 Rr Summer-Only</i> <i>Designed to optimize driving dynamics and provide superior performance on wet and dry roads. High performance summer tires wear faster than non-performance tires. Ford does not recommend using summer tires when temperatures drop to approximately 45 deg F (7 deg C) or below or in snow/ice conditions.</i> <i>- Brembo Brake System w/Performance Linings</i> <i>- Black Brake Calipers w/White Logo</i> <i>- Accent Stitched Center Console Lid</i> <i>- Electric Hand-Operated Parking Brake (Drift Brake)</i> <i>Drift brake is intended for track use only. It should never be used on public roads. See Owners Manual for information on use.</i> <i>- Front Towing Hooks</i> <i>- Painted High Gloss Black/Carbon Black Grille</i> <i>Painted high gloss black upper/MIC carbon black lower grille.</i> <i>- Heavy-Duty Front Springs</i> <i>- Painted Body Color Performance Raised Rear Wing</i> <i>- Black Painted Strut-Tower Brace</i> <i>- 3.55 Axle Ratio</i> <i>- Unique Chassis Tuning</i> <i>- Unique Stability Control</i> <i>Includes EPAS and ABS tuning.</i> <i>- Upsized Rear Sway Bar</i>
66B	1st Row Carpeted Black Floor Mats 8/8/25: Confirmed 66B/66J/66S not available together.

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Prepared for:
Guilford County
Prepared by: Jeff Williams
09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0916202503

As Configured Vehicle (cont'd)

Code	Description
Emissions	
425	50-State Emissions System
Exterior Color	
NL_02	Orange Fury Metallic Tri-Coat
Interior Color	
DW_03	Black Onyx w/Cloth Bucket Seats

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Prepared for:
Guilford County
Prepared by: Jeff Williams
09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0916202503

Pricing Summary - Single Vehicle

		MSRP
<i>Vehicle Pricing</i>		\$55,285.00
Subtotal		\$55,285.00
<i>Pre-Tax Adjustments</i>		
Code	Description	MSRP
Discount	Dealer Discount	-\$4,952.64
Ford Gvmnt GPC	Government GPC	-\$1,800.00
Total		\$48,532.36

Customer Signature

Acceptance Date

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Prepared for: , Guilford County

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615



Client Proposal

Prepared by:

Jeff Williams

Office: 182-869-34281

Email: jeffwilliams@parksautogroup.com

Quote ID: 0915202502

Date: 09/16/2025



Parks Ford | 601 DUNCAN HILL RD, HENDERSONVILLE, NC, 28792

Office: 828-693-4281 | Fax: 828-696-8993

Prepared for:

Guilford County

Prepared by: Jeff Williams

09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)Price Level: 615 | Quote ID: 0915202502

, Guilford CountyRe: Quote ID 0915202502 09/16/2025

To Whom It May Concern,

All pricing provided in this quote is based on, and follows the guidelines of, the North Carolina Sheriffs' Association Vehicle Procurement Program. Contract # 25-11-0912. Specification # 132

Sincerely,

Jeff Williams

Fleet Manager

182-869-34281

jeffwilliams@parksautogroup.com

Prepared for:
Guilford County
Prepared by: Jeff Williams
09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0915202502

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Prepared for:

Guilford County

Prepared by: Jeff Williams

09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0915202502

As Configured Vehicle

Code	Description
Base Vehicle	
P8C	Base Vehicle Price (P8C)
Packages	
300A	Equipment Group 300A Standard Package <i>Includes:</i> - Engine: 5.0L Ti-VCT V8 <i>Includes stop/start system and Port Fueled Direct Injection (PFDI).</i> - Cloth Bucket Seats <i>Includes 6-way manual driver seat and 4-way manual passenger seat.</i> - Radio: AM/FM Stereo <i>Includes 6 speakers and MP3 capability.</i> - SYNC 4 <i>Includes enhanced voice recognition, information on demand panel, 13.2" LCD capacitive touchscreen with swipe capability, SYNC 4 AppLink, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owner's manual, conversational voice recognition and 2 smart charging USB ports.</i>
Powertrain	
99F	Engine: 5.0L Ti-VCT V8 <i>Includes stop/start system and Port Fueled Direct Injection (PFDI).</i>
44U	Transmission: 10-Speed Automatic <i>Includes paddle shifters and remote rev.</i> <i>Includes:</i> - 3.15 Limited-Slip Rear-Axle - Leather-Wrapped Shift Knob - Remote Start System
Wheels & Tires	
NONTR5	Tires: 255/40R19 Fr & 275/40R19 Rr Summer-Only <i>Designed to optimize driving dynamics and provide superior performance on wet and dry roads. High performance summer tires wear faster than non-performance tires. Ford does not recommend using summer tires when temperatures drop to approximately 45 deg F (7 deg C) or below or in snow/ice conditions.</i>
64G	Wheels: 19" x 9" Fr/19" x 9.5" Rr Carbonized <i>Gray-painted aluminum.</i> <i>Includes:</i> - Tires: 255/40R19 Fr & 275/40R19 Rr Summer-Only <i>Designed to optimize driving dynamics and provide superior performance on wet and dry roads. High performance summer tires wear faster than non-performance tires. Ford does not recommend using summer tires when temperatures drop to approximately 45 deg F (7 deg C) or below or in snow/ice conditions.</i>

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09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0915202502

As Configured Vehicle (cont'd)

Code	Description
Seats & Seat Trim	
D	Cloth Bucket Seats <i>Includes 6-way manual driver seat and 4-way manual passenger seat.</i>
Other Options	
PAINT	Monotone Paint Application
STDRD	Radio: AM/FM Stereo <i>Includes 6 speakers and MP3 capability.</i> <i>Includes:</i> <i>- SYNC 4</i> <i>Includes enhanced voice recognition, information on demand panel, 13.2" LCD capacitive touchscreen with swipe capability, SYNC 4 AppLink, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owner's manual, conversational voice recognition and 2 smart charging USB ports.</i>
L59	Gas Guzzler Tax
67J	GT Performance Package <i>Includes K-brace.</i> <i>Includes:</i> <i>- Wheels: 19" x 9" Fr/19" x 9.5" Rr Carbonized Gray-painted aluminum.</i> <i>- Tires: 255/40R19 Fr & 275/40R19 Rr Summer-Only</i> <i>Designed to optimize driving dynamics and provide superior performance on wet and dry roads. High performance summer tires wear faster than non-performance tires. Ford does not recommend using summer tires when temperatures drop to approximately 45 deg F (7 deg C) or below or in snow/ice conditions.</i> <i>- Brembo Brake System w/Performance Linings</i> <i>- Black Brake Calipers w/White Logo</i> <i>- Accent Stitched Center Console Lid</i> <i>- Electric Hand-Operated Parking Brake (Drift Brake)</i> <i>Drift brake is intended for track use only. It should never be used on public roads. See Owners Manual for information on use.</i> <i>- Front Towing Hooks</i> <i>- Painted High Gloss Black/Carbon Black Grille</i> <i>Painted high gloss black upper/MIC carbon black lower grille.</i> <i>- Heavy-Duty Front Springs</i> <i>- Painted Body Color Performance Raised Rear Wing</i> <i>- Black Painted Strut-Tower Brace</i> <i>- 3.55 Axle Ratio</i> <i>- Unique Chassis Tuning</i> <i>- Unique Stability Control</i> <i>Includes EPAS and ABS tuning.</i> <i>- Upsized Rear Sway Bar</i>
66B	1st Row Carpeted Black Floor Mats 8/8/25: Confirmed 66B/66J/66S not available together.

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09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0915202502

As Configured Vehicle (cont'd)

Code	Description
Emissions	
425	50-State Emissions System
Exterior Color	
K1_02	Vapor Blue Metallic
Interior Color	
DW_03	Black Onyx w/Cloth Bucket Seats

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

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Guilford County
Prepared by: Jeff Williams
09/16/2025



Parks Ford | 601 DUNCAN HILL RD HENDERSONVILLE NC | 28792

2026 Mustang 2dr Fastback GT (P8C)

Price Level: 615 | Quote ID: 0915202502

Pricing Summary - Single Vehicle

		MSRP
<i>Vehicle Pricing</i>		\$54,685.00
Subtotal		\$54,685.00
<i>Pre-Tax Adjustments</i>		
Code	Description	MSRP
Discount	Dealer Discount	-\$4,916.64
Ford Gvmnt GPC	Government GPC	-\$1,800.00
Total		\$47,968.36

Customer Signature

Acceptance Date

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